Developing A Trauma Activation Fee



Trauma activation fees (the 68x code) will help offset your trauma program costs.

To bill for a trauma activation you must:

- Be a designated trauma center (by the state or ACS);
- Receive pre-notification before the patient's arrival (prenotification can come from EMS, law enforcement or dispatch); and
- Have a defined response to each trauma patient priority level

Each center must calculate the cost for each level of activation and negotiate that fee with their payers.

This presentation will guide you through the process.

Getting Started

Some things to remember:

- When calculating fees, include EVERYTHING.
- 068x codes were developed by the Trauma Center Association of America (traumafoundation.org).
- The "x" in the 068x code is the designation level of the trauma center.
 - A Level II Trauma Center's trauma activation code is 0682
 - A Level IV Trauma Center's trauma activation code is 0684

- There is not "ballpark" activation fee figure. Each center must calculate its own fees.
- Don't forget to involve your center's fiscal/billing staff from the beginning.
- Trauma activation fees can be charged whether the patient is admitted, discharged, transferred, or even died.
- Trauma activation fees are IN ADDITION to Emergency Department charges, not INSTEAD OF Emergency Department Charges

Determine your center's response to each level of activation.

	Priority 1	Priority 2	Priority 3
Staff Response	ED Provider	ED Provider	ED Provider
	2 RNs	1 RN	1 RN
	CNA/EMT	CNA/EMT	X-ray Tech
	X-ray Tech	X-ray Tech	Lab Tech
	CT Tech	CT Tech	
	Lab Tech	Lab Tech	
	House supervisor		
	Security		
	Spiritual Care		

Calculate the cost of activating your trauma team.

Trauma Team

Do this for each trauma activation level.

Trauma Team Members	How many?	Hourly Pay
	Total # of team members:	Average hourly pay:

Average time (in hours) a trauma team response takes:

Sample ONLY

Not intended for duplication

Trauma Team Members	How many?	Hourly pay						
Provider	1	\$150						
RN	2	\$35 × 2						
Lab	1	\$12						
X-ray	1	\$16						
	Total # of team members: 5	Average hourly pay: \$42.60						

Average time (in hours) a trauma team response takes: 1.2 hours

5

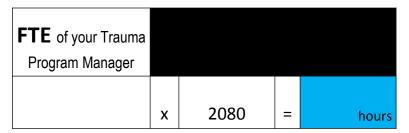
\$42.60

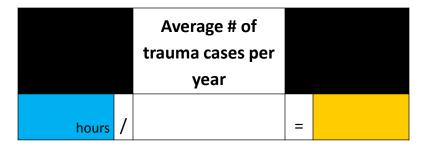
x 1.2

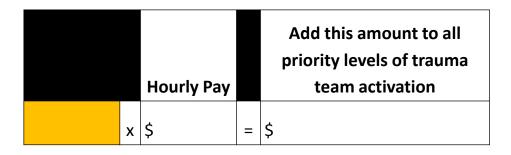
\$ 255.60 per priority 2 trauma team activation

Calculate the cost of your trauma program staff.

Trauma Program Staff





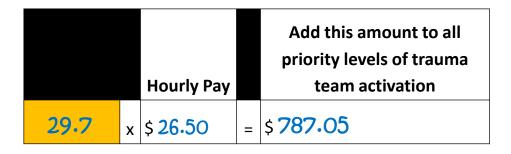


Sample ONLY

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FTE of your Trauma Program Manager				
0.5	x	2080	=	1040 hours

		Average # of trauma cases per		
		year		
1040 hours	/	35	=	29.7



Annual				
salary of your		# of hours		
Trauma Medical		worked		Average hourly
Director		per year		pay
\$	/		II	\$

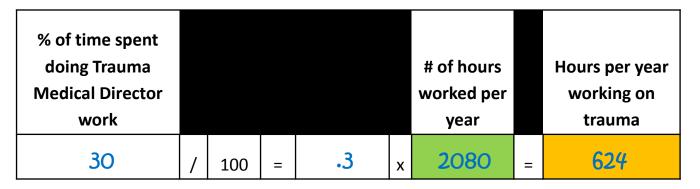
% of time spent doing Trauma Medical Director work					# of hours worked per year		Hours per year working on trauma
	/	100	=	х		=	

Hours per year working on trauma		Average # of trauma patients per year		Hours per trauma patient		Average hourly pay		Add this amount to all priority levels of trauma team activation
	/		II		х		Ш	\$

Sample ONLY

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Annual				
salary of your Trauma Medical Director		# of hours worked		Average hourly
\$ 175,000	/	2080	=	\$ 84.1 3



Hours per year working on trauma		Average # of trauma patients per year	Hours per trauma patient		Average hourly pay		Add this amount to all priority levels of trauma team activation
624	/	35	17	х	\$84.13	Ш	\$ 14 30 .21

- If you have a Trauma Registrar, use the same process as the Trauma Program Manager.
- If you have an OR, use the same process as the Trauma Team.

You can also include the cost of trauma center designation.

For a Level IV Trauma Center you would add the \$4,000 annual designation fee to the \$500 site survey fee (the fee divided over 3 years) and then divide by the total average number of trauma patients that you see per year.

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Example: $4,000 + $500 = $4,500/45 = $100
Add $100 to each level of trauma activation.
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Putting it all together

	Trauma		Trauma Program		Trauma Medical		Trauma				Trauma Designation		Total cost per trauma activation. Use this number to submit to
	Team		Manager		Director		Registrar		OR		Fees		payers.
Priority 1 Trauma Activation	\$	+	\$	+	\$	+	\$	+	\$	+		=	\$
Priority 2 Trauma Activation	\$	+	\$	+	\$	+	\$	+	\$	+		=	\$
Priority 3 Trauma Activation	\$	+	\$	+	\$	+	\$	+	\$	+		=	\$

- The TSE staff is available to help you through the process.
 - Please note that we cannot help you determine your actual costs.

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We are here to help you!